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UNITED STATES SECURITIES AND EXCHANGE COMMISSION
    WASHINGTON, D.C. }2054
                            FORM 10-Q
```

(Mark One)
[X] QUARTERLY REPORT PURSUANT TO SECTION 13 OR
For the quarterly period ended March 31, 1998
OR
[ ] TRANSITION REPORT PURSUANT TO SECTION 13 OR
15(d) OF THE SECURITIES EXCHANGE ACT OF 1934
For the transition period from
$\qquad$ to $\qquad$ Commission file number 0-12255

YELLOW CORPORATION
---------------
(Exact name of registrant as specified in its charter)

Delaware
(State or other jurisdiction of incorporation or organization)

48-0948788
-----------------
(I.R.S. Employer Identification No.)

10990 Roe Avenue, P.O. Box 7563, Overland Park, Kansas
(Address of principal executive offices)

66207
(Zip Code)
(913) 696-6100
(Registrant's telephone number, including area code)
No Changes
(Former name, former address and former fiscal year, if changed since last report)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Sections 13 or $15(\mathrm{~d})$ of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

$$
\begin{array}{ccc}
\text { Yes } \begin{array}{c}
X \\
---
\end{array} \quad \text { No } & \\
\hline-\ldots
\end{array}
$$

Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date.

Class<br>---- -<br>Common Stock, \$1 Par Value

Outstanding at April 15, 1998
 $27,385,910$ shares

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## PART I - FINANCIAL INFORMATION

ITEM 1. FINANCIAL STATEMENTS
CONSOLIDATED BALANCE SHEETS
Yellow Corporation and Subsidiaries
(Amounts in thousands except share data) (Unaudited)

| March 31, |  |
| ---: | ---: |
| 1998 | December 31, |
| 1997 |  |
| $---------------------~$ |  |

## ASSETS

CURRENT ASSETS:
Cash
Accounts receivable
Prepaid expenses and other
Total current assets

PROPERTY AND EQUIPMENT:

Cost Less - Accumulated depreciation
Net property and equipment

OTHER ASSETS

## LIABILITIES AND SHAREHOLDERS' EQUITY

CURRENT LIABILITIES:
Accounts payable and checks outstanding
Wages and employees' benefits
Other current liabilities
Current maturities of long-term debt
Total current liabilities

| 120,664 | \$ 166,453 |
| :---: | :---: |
| 164,759 | 164,982 |
| 152,230 | 146,775 |
| 2,183 | 2,625 |
| 439,836 | 480,835 |

OTHER LIABILITIES:
Long-term debt
Deferred income taxes
Claims, insurance and other
Total other liabilities

SHAREHOLDERS' EQUITY:
Common stock, \$1 par value
Capital surplus
Retained earnings
Treasury stock
Total shareholders' equity

24,179
25,742
\$1,210,690 \$1,270,812
========== =========

| \$ | 48,873 | \$ | 19,793 |
| :---: | :---: | :---: | :---: |
|  | 311,578 |  | 349,999 |
|  | 61,148 |  | 88,969 |
|  | 421,599 |  | 458,761 |

$$
\begin{aligned}
& \text { 1,970,043 1,980,324 } \\
& \text { 1,205,131 1,194,015 } \\
& \text { 764,912 786,309 } \\
& \text {------------------ }
\end{aligned}
$$

> STATEMENTS OF CONSOLIDATED OPERATIONS Yellow Corporation and Subsidiaries For the Three Months Ended March 31
> (Amounts in thousands except per share data)
> (Unaudited)

|  | 1998 | 1997 |
| :---: | :---: | :---: |
| OPERATING REVENUE | \$796,450 | \$785, 144 |
| OPERATING EXPENSES: |  |  |
| Salaries, wages and benefits | 527,728 | 515, 048 |
| Operating expenses and supplies | 134,186 | 132,670 |
| Operating taxes and licenses | 28,117 | 29, 200 |
| Claims and insurance | 19,978 | 17,327 |
| Depreciation | 29,450 | 30, 213 |
| Purchased transportation | 59,480 | 46, 014 |
| Property and equipment gains, net | $(4,852)$ | (500) |
| Total operating expenses | 794,087 | 769,972 |
| INCOME FROM OPERATIONS | 2,363 | 15,172 |
| NONOPERATING (INCOME) EXPENSES: |  |  |
| Interest expense | 3,099 | 3,903 |
| Other, net | 379 | (249) |
| Nonoperating expenses, net | 3,478 | 3,654 |
| INCOME (LOSS) BEFORE INCOME TAXES | $(1,115)$ | 11,518 |
| INCOME TAX PROVISION (BENEFIT) | (468) | 5,017 |
| NET INCOME (LOSS) | \$ (647) | \$ 6,501 |
| AVERAGE COMMON SHARES OUTSTANDING | 27,904 | 28,112 |
| BASIC EARNINGS (LOSS) PER SHARE | \$ (.02) | \$ . 23 |
| DILUTED EARNINGS (LOSS) PER SHARE | \$ (.02) | \$ . 23 |

The accompanying notes are an integral part of these statements.

STATEMENTS OF CONSOLIDATED CASH FLOWS
Yellow Corporation and Subsidiaries
For the Three Months Ended March 31 (Amounts in thousands)
(Unaudited)
---.-.-- --.-.

## INVESTING ACTIVITIES:

Acquisition of property and equipment
Proceeds from disposal of property and equipment
Net cash used in investing activities

## FINANCING ACTIVITIES:

Purchase of treasury stock
Proceeds from issuance of stock options, net
Repayment of long-term debt
Commercial paper, net
Net cash used in financing activities

NET INCREASE IN CASH
CASH, BEGINNING OF PERIOD

CASH, END OF PERIOD

| $(13,773)$ | $(7,856)$ |
| :---: | :---: |
| 10,254 | 5,118 |
| $(3,519)$ | $(2,738)$ |


| $(16,196)$ | - |
| :---: | :---: |
| 362 | - |
| $(1,342)$ | $(9,824)$ |
| - | 1,787 |
| $(17,176)$ | $(8,037)$ |

SUPPLEMENTAL CASH FLOW INFORMATION:

Income taxes (received) paid, net
Interest paid

| $\$(9,030)$ | $\$ 1,030$ |  |
| :--- | :--- | ---: |
| ========= | ======== |  |
| $\$$ | 363 | $\$ 2,247$ |
| ========= | ======== |  |

The accompanying notes are an integral part of these statements.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS Yellow Corporation and Subsidiaries

1. The accompanying consolidated financial statements include the accounts of Yellow Corporation and its wholly-owned subsidiaries (the company) and have been prepared by the company, without audit by independent public accountants, pursuant to the rules and regulations of the Securities and Exchange Commission. In the opinion of management, all normal recurring adjustments necessary for a fair statement of the results of operations for the interim periods included herein have been made. Certain information and note disclosures normally included in financial statements prepared in accordance with generally accepted accounting principles have been condensed or omitted from these statements pursuant to such rules and regulations. Accordingly, the accompanying consolidated financial statements should be read in conjunction with the consolidated financial statements included in the company's 1997 Annual Report to Shareholders.
2. The company provides freight transportation services primarily to the less-than-truckload (LTL) market in North America through its subsidiaries, Yellow Freight System, Inc. (Yellow Freight), Saia Motor Freight Line, Inc. (Saia), Preston Trucking Company, Inc. (Preston Trucking) and WestEx, Inc. (WestEx). Yellow Services, Inc. (Yellow Services), is a subsidiary that provides information technology and other services to the company and its subsidiaries. Yellow Freight comprises approximately 76 percent of total revenue while Preston Trucking comprises approximately 14 percent and Saia comprises approximately 9 percent.
3. Effective January 1, 1998, the company adopted Statement of Position 98-1, Accounting for the Costs of Computer Software Developed or Obtained for Internal Use (the SOP). The statement requires capitalization of certain costs associated with developing or obtaining internal-use software, once the capitalization criteria of the SOP have been met. Capitalizable costs include external direct costs of materials and services consumed in developing or obtaining the software, payroll and payroll-related costs for employees directly associated with the project, and interest. Prior to adoption of the standard the company had capitalized only the external direct costs associated with internal-use software. In the 1998 first quarter, the company capitalized \$1 million of primarily payroll and payroll-related costs incurred since January 1, 1998 on eligible projects.
4. The company adopted FASB Statement No. 130, Reporting Comprehensive Income, in first quarter 1998. This statement establishes standards for the reporting and display of comprehensive income and its components in the financial statements. The company's comprehensive income includes net income and foreign currency translation adjustments. Comprehensive loss was $\$ 681$ in the 1998 first quarter and comprehensive income was $\$ 6,598$ in the 1997 first quarter.
5. The company adopted FASB Statement No. 131, Disclosures about Segments of an Enterprise and Related Information, in first quarter 1998. This statement requires the company report financial and descriptive information about its reportable operating segments, on a basis consistent with that used internally for evaluating segment performance and allocating resources to segments.

Under the standard, consistent with the business segments disclosure in the company's 1997 Annual Report to Shareholders, the company has three reportable segments, strategic business units that offer different products and services. The national segment is comprised primarily of the operations of Yellow Freight, a carrier that provides comprehensive national LTL service as well as international service to Mexico, Canada and, via alliances, Europe, the Asia/Pacific region, South America and Central America. The Southeast regional segment consists of the operations of Saia, a regional LTL carrier that provides overnight and second-day service in eleven southeastern states and Puerto Rico. The Northeast regional segment is principally comprised of the operations of Preston Trucking, a regional LTL carrier providing overnight and two-day delivery in 22 Northeastern and upper Midwestern states, Puerto Rico, Ontario and Quebec. The segments are managed separately because each requires different operating, technology and marketing strategies. The company evaluates performance primarily on operating income and, secondarily, on net income, adjusted for tax-affected nonoperating expenses and gains and losses.

The accounting policies of the segments are the same as those described in the summary of significant accounting policies in the company's 1997 Annual Report to Shareholders. The company also charges a tradename fee to Yellow Freight (1\% of revenue) for use of the company's trademark. Interest and intersegment transactions are recorded at current market rates. Income taxes are allocated in accordance with a tax sharing agreement in proportion to each segment's contribution to the parent's consolidated tax status.
6. The company remains on plan to complete the system modifications and systems replacements required in order to process transactions in the year 2000. Such efforts are anticipated to be largely complete by the end of 1998. During the 1998 first quarter, the company expensed $\$ 1.8$ million of modification costs compared with $\$ 1.6$ million expensed in the first quarter of 1997
7. As further described in the footnotes to the 1997 consolidated financial statements, Yellow Freight recorded a special charge of $\$ 46.1$ million, or $\$ 28.3$ million after taxes in the fourth quarter of 1996. The major components of the charge and subsequent activity are as summarized below (amounts in millions):

|  | Quarter Ended March 31, 1998 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | December $31,1997$ | Favorable Revisions | Paid or Utilized | Ending Balance |
| Write down nonoperating real estate | \$5.2 | \$. 7 | \$2.2 | \$2.3 |
| Severance and organization design | . 2 | - | . 2 | - |
| Total | \$5.4 | \$. 7 | \$2.4 | \$2.3 |



Marketing efforts continue on nonoperating real estate. During the first quarter of 1998, nonoperating property written down in the charge to \$2.8 million was sold for $\$ 3.5$ million utilizing portions of the write down. Revisions to estimates during the first quarter of 1998 were reflected in operating income.

Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations

## FINANCIAL CONDITION

March 31, 1998 Compared to March 31, 1997
Working capital increased slightly during the first three months of 1998, resulting in a $\$ 18.3$ million working capital deficit position at March 31, 1998 compared to a $\$ 22.1$ million deficit position at December 31, 1997. The improvement in working capital was primarily the result of decreased accounts receivable and prepaid expenses partially offset by reductions in accounts payable and checks outstanding. The accounts receivable decrease of \$38.4 million is comprised of a $\$ 36.0$ million decrease due to the reduction in accounts receivable subject to Yellow Freight's asset-backed securitization agreement and a $\$ 2.4$ million reduction due to other changes. The company can operate with a deficit working capital position because of rapid turnover of accounts receivable, effective cash management and ready access to funding.

Total debt during the first three months of 1998 decreased $\$ 1.2$ million. Net capital expenditures for the first three months of 1998 were $\$ 3.5$ million. Subject to ongoing review, total net capital spending for 1998 are expected to total approximately $\$ 164$ million.

During the quarter the company purchased 755,000 additional treasury shares and completed the $\$ 25$ million share repurchase program approved by the Board of Directors in December 1997.

RESULTS OF OPERATIONS
Comparison of Three Months Ended March 31, and 1997

The net loss for the quarter was $\$ 647$ thousand, or a loss of $\$ .02$ per share, versus 1997 net income of $\$ 6.5$ million, or $\$ .23$ per share. Operating revenue in the first quarter was $\$ 796.5$ million, a 1.4 percent increase over 1997 first quarter revenue of $\$ 785.1$ million. Operating income for Yellow Corporation was $\$ 2.4$ million, compared with $\$ 15.2$ million in the 1997 first quarter.

Negotiations on a new National Master Freight Agreement (NMFA) with the Teamsters had a significant impact on first quarter business for the corporation's largest subsidiary, Yellow Freight System. Freight was diverted to nonunion competitors in the first quarter due to customer fear that failure to negotiate a settlement by March 31, 1998, could lead to a strike and disrupt their product deliveries. A tentative settlement was announced Feb. 8, and ratified by 70 percent of rank and file members, according to Teamster figures released April 8.

During the first quarter, Yellow Freight reported operating income of \$7.4 million. Operating income during the 1997 first quarter was $\$ 15.4$ million. Yellow Freight revenue for the 1998 first quarter was $\$ 597.7$ million, versus $\$ 598.8$ million a year earlier. The Yellow Freight operating ratio was 98.8, compared with 97.4 in the 1997 first quarter.

Saia continued its trend of solid growth, posting first quarter revenue of $\$ 80.3$ million, up 10.8 percent from $\$ 72.4$ million in the 1997 first quarter. Operating income for Saia was $\$ 4.2$ million, compared with $\$ 3.6$ million in the 1997 period. Saia's operating ratio was 94.7, versus 95.0 in the 1997 first quarter. Saia is an Atlanta-based regional carrier serving the southeastern U.S., and continues to grow at double-digit rates.

Preston Trucking reported first quarter revenue of $\$ 103.7$ million, up 0.2 percent from $\$ 103.5$ million in the 1997 first quarter. Preston Trucking reported a first quarter operating loss of $\$ 6.5$ million, an increase from its 1997 first quarter operating loss of $\$ 2.9$ million.

Preston Trucking's results were dominated by two factors. The first was a one-time cost incurred mostly in the first quarter pertaining to a change of operations implemented in December 1997. Second, Preston, like other union carriers that bargain independently, is subject to freight diversion pending completion of union negotiations.

WestEx, Yellow's regional carrier serving California, Colorado and much of the southwestern U.S., reported revenue of $\$ 14.5$ million for the 1998 first quarter, up 39.0 percent from $\$ 10.4$ million in the year-earlier quarter.

Interest expense fell between years as a result of reduced debt levels. The effective tax rate was 42.0 percent in the 1998 quarter and 43.6 percent in the 1997 quarter.

Statements contained herein that are not purely historical are forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, including statements regarding the company's expectations, hopes, beliefs and intentions on strategies regarding the future. It is important to note that the company's actual future results could differ materially from those projected in such forward-looking statements because of a number of factors, including but not limited to inflation, union contract negotiations, inclement weather, competitor pricing activity and a downturn in general economic activity.

Yellow Freight System, Inc. Financial Information
For the Three Months Ended March 31, 1998 and 1997 (Amounts in thousands)

|  |  | First | uarter |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1998 | 1997 | \% |  |  |  |
| Operating revenue |  | 597,718 | 598, 827 | (.2) |  |  |  |
| Operating income |  | 7,406 | 15,445 |  |  |  |  |
| Operating ratio |  | 98.8 | 97.4 |  |  |  |  |
| Total assets at March |  | 908, 237 | 884,593 |  |  |  |  |
|  |  | First | uarter |  | First Amount | uarter Workday |  |
|  |  | 1998 | 1997 | \% | 1998 | 1997 | \% |
| Workdays |  |  |  |  | (63) | (63) |  |
| Financial statement | LTL | 543,173 | 545,147 | (.4) | 8,621.8 | 8,653.1 | (.4) |
| revenue | TL | 51,846 | 55,066 | (5.8) | 823.0 | 874.1 | (5.8) |
|  | Other | 2,699 | $(1,386)$ | NM | 42.8 | (22.0) | NM |
|  | Total | 597,718 | 598, 827 | (.2) | 9,487.6 | 9,505.2 | (.2) |
| Revenue excluding | LTL | 543,173 | 545,147 | (.4) | 8,621.8 | 8,653.1 | (.4) |
| revenue recognition | TL | 51,846 | 55,066 | (5.8) | 823.0 | 874.1 | (5.8) |
| adjustment | Other | 493 | 839 | (41.2) | 7.8 | 13.3 | (41.2) |
|  | Total | 595,512 | 601, 052 | (.9) | 9,452.6 | 9,540.5 | (.9) |
| Tonnage | LTL | 1,641 | 1,677 | (2.2) | 26.04 | 26.62 | (2.2) |
|  | TL | 367 | 402 | (8.8) | 5.83 | 6.38 | (8.8) |
|  | Total | 2,008 | 2,079 | (3.4) | 31.87 | 33.00 | (3.4) |
| Shipments | LTL | 3,354 | 3,372 | (.5) | 53.24 | 53.52 | (.5) |
|  | TL | 50 | 53 | (7.2) | . 79 | . 84 | (7.2) |
|  | Total | 3,404 | 3,425 | (.6) | 54.03 | 54.36 | (.6) |
| Revenue/cwt. | LTL | 16.55 | 16.25 | 1.8 |  |  |  |
|  | TL | 7.07 | 6.84 | 3.2 |  |  |  |
|  | Total | 14.82 | 14.43 | 2.7 |  |  |  |
| Revenue/shipment | LTL | 161.93 | 161.69 | . 1 |  |  |  |
|  | TL | 1,047.24 | 1,031.83 | 1.5 |  |  |  |
|  | Total | 174.81 | 175.25 | (.3) |  |  |  |

Preston Trucking Company, Inc.
Financial Information
For the Three Months Ended March 31, 1998 and 1997
(Amounts in thousands)


Note: Total assets and other revenue include 151 Tire in 1997 and exclude it in 1998.

Saia Motor Freight Line, Inc.
Financial Information
For the Three Months Ended March 31, 1998 and 1997 (Amounts in thousands)


Workdays

| Financial statement revenue | LTL | 72,425 | 64,523 | 12.2 | 1,149.6 | 1,024.2 | 12.2 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | TL | 7,846 | 7,897 | (.6) | 124.5 | 125.3 | (.6) |
|  | Total | 80,271 | 72,420 | 10.8 | 1,274.1 | 1,149.5 | 10.8 |
| Revenue excluding | LTL | 72,724 | 64,583 | 12.6 | 1,154.3 | 1,025.1 | 12.6 |
| revenue recognition | TL | 7,878 | 7,904 | (.3) | 125.0 | 125.5 | (.3) |
| adjustment | Total | 80,602 | 72,487 | 11.2 | 1,279.3 | 1,150.6 | 11.2 |
| Tonnage | LTL | 410 | 376 | 9.1 | 6.51 | 5.97 | 9.1 |
|  | TL | 132 | 128 | 3.1 | 2.10 | 2.03 | 3.1 |
|  | Total | 542 | 504 | 7.6 | 8.61 | 8.00 | 7.6 |
| Shipments | LTL | 780 | 719 | 8.5 | 12.38 | 11.41 | 8.5 |
|  | TL | 14 | 14 | 1.6 | . 22 | . 22 | 1.6 |
|  | Total | 794 | 733 | 8.4 | 12.60 | 11.63 | 8.4 |
| Revenue/cwt. | LTL | 8.86 | 8.59 | 3.2 |  |  |  |
|  | TL | 2.98 | 3.08 | (3.3) |  |  |  |
|  | Total | 7.44 | 7.19 | 3.4 |  |  |  |
| Revenue/shipment | LTL | 93.27 | 89.85 | 3.8 |  |  |  |
|  | TL | 565.99 | 577.14 | (1.9) |  |  |  |
|  | Total | 101.51 | 98.89 | 2.7 |  |  |  |

Note: Prior year statistics restated for consistency.

## PART II - OTHER INFORMATION

Item 4. Submission of Matters to a Vote of Security Holders
(a) Annual Meeting of Stockholders on April 16, 1998
(b) The following directors were elected with the indicated number of votes set forth below.

|  | For | Withheld |
| :---: | :---: | :---: |
| Klaus E. Agthe | 24,527,578 | 571,345 |
| Cassandra C. Carr | 24,791, 821 | 307,102 |
| Howard M. Dean | 24,462,552 | 636,371 |
| David H. Hughes | 24, 785, 887 | 313, 036 |
| Ronald T. LeMay | 24, 783, 032 | 305,891 |
| John C. McKelvey | 24,790,686 | 308, 237 |
| A. Maurice Myers | 24, 780, 394 | 318,529 |
| William L. Trubeck | 24,793, 788 | 305,135 |
| Carl W. Vogt | 24,793,743 | 305,180 |

(c) Adoption of the 1997 Stock Option Plan was voted on and approved at the meeting by the following vote. For: 16,790,971, Against: 8,242,186, Abstention: 67,048.
(d) The appointment of Arthur Andersen LLP as independent public accountants of the company for 1998 was voted on and approved at the meeting by the following vote. For: 24,981,279, Against: 87,558, Abstention: 31,567.

Item 6. Exhibits and Reports on Form 8-K
(a) Exhibits
(27) - Financial Data Schedule (for SEC use only)
(b) Reports on Form 8-K

On February 24, 1998, the company announced that shippers' concerns over the possibility of a strike, prior to the recent tentative labor settlement, had adversely affected January and February business levels at Yellow Freight System. As a result, Yellow Corporation expected to report operating results below expectations for the quarter ending March 31, 1998.

## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

YELLOW CORPORATION
Registrant

Date: May 1, 1998

Date: May 1, 1998
/s/ A. Maurice Myers
A. Maurice Myers

Chairman of the Board of Directors, President \& Chief Executive Officer
/s/ H. A. Trucksess, III
-------------------------------
H. A. Trucksess, III

Senior Vice President - Finance/ Chief Financial Officer \& Treasurer

3-MOS
DEC-31-1998
JAN-01-1998
MAR-31-1998
48, 873
$311,578{ }^{0}$
0

421,599
1,970, 043
1,205,131
1,210,690
439, 836

1,210,690

$$
\begin{array}{cc} 
& 162,272 \\
& 0 \\
& 29,313 \\
400,794
\end{array}
$$

796,450
794,087
$\stackrel{0}{0}$
3, 099
$(1,115)$
(468)
(647)
$0^{0}$
0
(647)
(.02)
(.02)

